

Message Text

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UNCLAS STATE 108340

E.O. 11652: N/A

AGS: BEXP, BTRA, BDIS, KS, US

SUBJECT: TRAVEL OF AMERICAN BUSINESSMAN TO RESOLVE TRADE
DISPUTE

1. TOM SHINE, EXECUTIVE VICE PRESIDENT, LOGO 7, 3229
NORTH SHADELAND, INDIANAPOLIS, IND. 46226, CALLED DEPART-
MENT TO REQUEST ASSISTANCE IN TRADE DISPUTE WITH KOREAN
COMPANY. SHINE WILL DEPART FOR SEOUL ON QUICK TRIP NEXT
WEEK AND WILL CALL ON EMBASSY WITH ALL DETAILS OF THE
CURRENT PROBLEM. THE FOLLOWING GENERAL INFORMATION IS
PROVIDED FOR YOUR BACKGROUND AND TO ENABLE YOU TO MAKE
PRELIMINARY INQUIRIES AND BE PREPARED TO ASSIST SHINE
UPON HIS ARRIVAL.

2. LOGO 7 IS A MAJOR IMPORTER OF WARM-UP SUITS,
SUPPLYING SUCH FIRMS AS SEARS, WARDS AND THE NFL. CURRENT
PROBLEM IS WITH BUM CHANG TRADING CO. LTD, CPO BOX 1903,
TEL. 776-1250 (L.H. KIM, MANAGING DIRECTOR) AND INVOLVES
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BUM CHANG ALLEGEDLY HOLDING L/C FOR SEVERAL MONTHS AND
THEN INFORMING LOGO 7 IT COULD NOT FILL ORDER FOR SOME
10,000 DOZEN WARM-UP SUITS. PROBLEM FOR LOGO 7 IS THAT THE
SALE HAS BEEN MADE TO SEARS WHICH HAS ALREADY PRINTED THE
CATALOG. F.O.B. SEOUL COST OF MERCHANDISE IN EXCESS
\$500,000 AND REPRESENTS RETAIL SALES IN U.S. OVER
\$2 MILLION. IF DELIVERY CANNOT BE MADE AS SCHEDULED,

POTENTIAL LOSSES EVEN GREATER. SHINE BELIEVES ROKG INVOLVEMENT MAY BE REQUIRED TO RESOLVE PROBLEM.

3. SHINE EXPRESSED DESIRE MEET WITH STAVE MORNING OF MAY 6. WE EXPLAINED DIFFICULTY OF SCHEDULING SUCH A MEETING ON A WEEKEND, BUT PROMISED HIM WE WOULD PROVIDE HIM WITH THE NAME OF AN OFFICER TO CONTACT AFTER HIS ARRIVAL IN SEOUL. WE ALSO SAID WE MIGHT BE ABLE TO PROVIDE THE NAME OF AN APPROPRIATE ROKG OFFICIAL WHO MIGHT BE USEFUL IN RESOLVING THE DISPUTE WITH BUM CHANG.

4. PLEASE SUGGEST THE PROCEDURE SHINE SHOULD FOLLOW WHEN HE ARRIVES IN SEOUL MAY 6 SO THAT WE CAN ADVISE HIM PRIOR HIS DEPARTURE. ALSO, IF COMMERCIAL OFFICER WILL BE IN OFFICE SATURDAY MORNING (MAY 6), BELIEVE IT WOULD BE USEFUL TO DISCUSS MATTER WITH SHINE. PLEASE ADVISE.

5. CONGRESSMAN RICHARD LUGAR'S OFFICE HAS SUBSEQUENTLY EXPRESSED INTEREST. VANCE

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